

VP OF DEVELOPMENT

Experienced development and project management executive for residential communities, mixed-use, hospitality, creative office, retail centers, and multi-unit expansions.

Passionate about creating great places to live, work and play. Yale University (BA) and Rice University (MArch) degreed and highly seasoned real estate executive who brings predictability and creativity to complex ground-up and redevelopment projects while mitigating financial risk and consistently delivering superior results. Recognized with multiple industry awards for innovative projects. Agile negotiator and spirited persuader who relentlessly follows-up. Enthusiastic and idealistic leader with vision, sensible instincts and an obsession for detail. Resourceful and empathetic manager/mentor who pushes to maximize value for owners and investors utilizing the depth and breadth of professional experience.

**Development Team Management | Visioning | Master Planning | Design | Underwriting | Entitlements | Financial Modeling
Operating Budget Preparation and Reporting | Tenant Prospecting | Lease Negotiations | Contracts and Construction
Management**

PROFESSIONAL EXPERIENCE

RDA, LLC, Los Angeles, CA

Principal**Present**

Development project management consultancy for mixed-use commercial and residential development. Clients Include:

- **Alliant Strategic, Calabasas.** Providing development management services for a fast-growing development division of Alliant Capital, a leading tax credit firm focused on tax credit syndication for the development and financing of affordable multifamily rental housing.
- **LBG, Newport.** Provide re-development management for Hilltop Mall occupying a 70-acre site in Richmond CA. Full repositioning of the existing mall, re-purposing mall anchor boxes for creative office and entertainment use, development planning for up to 10MM sf fully entitled residential and commercial development on the rest of the site. Design and construction team management, leasing support and tenant coordination, entitlements.
- **HBS Global, Los Angeles**
Providing pre-development consulting services on a \$200M mixed use project in Beverly Hills, to include office, retail and 200 market rate residential units on 2 acres. My work included development team selection, negotiations with JV partner/property owner, initial financial modelling, scheduling, code research, construction cost forecasting.
- **JMA Ventures, San Francisco, CA**
Retained by developer to provide design and project management expertise for Downtown Commons, the redevelopment of former Westfield Downtown Plaza shopping center in Sacramento. The \$400M mixed-use for-sale residential, hospitality, retail and entertainment complex is a joint venture between the developer and Kings' ownership and surrounds the new \$600M Golden One Arena (Sacramento Kings). Ongoing strategic leasing and merchandising design and construction services, FFE sourcing and procurement for hotel amenities.
- **CIM Group, Los Angeles, CA**
Retained to provide comprehensive project management for re-positioning of Hollywood and Highland Center in Los Angeles. Lead multi-disciplinary design team in \$20M re-branding and creative re-imaging of a high-profile 350K SF mixed use entertainment center in Hollywood. Prepared zoning code analysis and feasibility studies for addition of approximately 80K SF of live-work residential development on property.

CENTERCAL PROPERTIES, El Segundo, CA

2016 – 2018**VP Development**

Managed 8-member leasing, development project management, and construction team for mixed-use commercial retail projects. Prepared project proforma, schedules, and detailed budgets. Negotiated contracts and fees with design team consultants, reviewed and approved monthly billings, and provided daily direction to 3rd party design and engineering teams for overall project and tenant-specific work. Prepared budget and financial model updates and periodic reports to equity partners.

- Launched 350K SF \$200M Whole Foods-anchored lifestyle center in Concord, CA opening in phases starting in Fall of 2017 with initial strong store sales typically exceeding plan by 20% or more.
- Oversaw pre-development planning and financial modelling for The Waterfront, a 575K SF, \$450M mixed-use re-development of Redondo Beach pier and marina district, including retail, 120-room boutique hotel, and restoration of historic piers, marina and harbor amenities.

• **THE RATKOVICH COMPANY, Los Angeles, CA**

2013 – 2015**VP Development**

Led leasing, construction, and development team of 6 project managers, financial analysts, property management team, and external consultants for The Bloc, a 2.1M SF, \$800M mixed-use redevelopment in downtown Los Angeles. Provided

overall project strategy and visioning, budgets, schedules, leasing and merchandising direction for commercial uses. Negotiated contracts with 3rd party professionals and provided daily direction to ensure project achieved its objectives.

- Managed complex operating vertical mixed-use project, including total renovation of 495-room 20 story Sheraton hotel, 750K SF 32-story office tower, a multi-level public plaza and 450 K SF of retail space, a renovated Macy's and multiple restaurants.
- Negotiated and implemented 1st direct connection to a Metro Station from private property in Los Angeles.
- Negotiated buyouts and relocations of existing tenants and amendment to Macy's REA, including recapture of 20K SF of Macy's square footage for a multiplex cinema.
- Organized major logistical effort in re-positioning outdated vertical mixed-use facility that remained open to public during construction.

CARUSO, Los Angeles, CA

2000 – 2012

VP Development

Led development project and property management teams, including pre-development planning, financial underwriting, and feasibility analysis, leasing, entitlements, community outreach, tenant coordination, and construction.

- Led development team for 8500 Burton Way, an 85-unit, Type I mid-rise luxury residential and mixed-use project that continues to command the highest residential rents in LA. Managed entitlements, financial modelling, design, community relations, retail and residential leasing.
- Provided design team management and tenant coordination for The Grove lifestyle center, The Americana at Brand residential mixed-use development (285 market rate units and 100 condos), The Lakes in Thousand Oaks, Marina Waterside in Marina Del Rey shopping centers. Development project management, commercial leasing, construction management.
- Performed site planning, conceptual design and financial feasibility analyses for University of Southern California's USC Village mixed-use student housing project south of downtown Los Angeles.
- Provided planning and design consulting services to Harrah's / Caesars Entertainment on LINQ project in Las Vegas.
- Directed acquisitions and underwriting efforts from 2008 through 2010, targeting grocery-anchored lifestyle and mixed-use properties in California.
- Negotiated entitlement work for new 180,000 sf Nordstrom store at Americana at Brand. Redevelopment agency coordination, title, civil survey and vertical mapping, and negotiation with City agencies and departments.

OLIVER MCMILLAN, San Diego, CA

2007 – 2008

VP Development

Headed development team for the mixed-use River Oaks District, in Houston Texas, including budgeting, proforma development, planning, pre-leasing, government relations, community outreach, design management, and pre-construction. The 650K SF, \$900M mixed-use project included luxury retail, 2 full-service hotels, a 275-unit high-rise market rate apartment building, and office uses on 11 acres.

- Negotiated the W-Hotel and Residences Operating and Management agreement with Starwood.
- Directed architects, engineers, and retail leasing team through the schematic design phase.
- Led lobbying and negotiation efforts with City of Houston officials for public financing to fund project infrastructure roadways and utilities.

TECHNICAL & SPECIALIZED SKILLS

- MS Office Suite (Excel, PowerPoint, Word) | Microsoft Project | Google Sketch Up | Yardi | Adobe Illustrator

EDUCATION

- **Master of Architecture**, Rice University, Houston, TX
- **Bachelor of Arts (BA) *magna cum laude***, Architecture and Mechanical Engineering, Yale University, New Haven, CT
While at Yale, attended University of Stuttgart in Germany to study architecture on full academic scholarship for 1 year

PROFESSIONAL DEVELOPMENT

- Completing coursework for Real Estate license.
- Pursuing California Contractors License (Type B).

AFFILIATIONS / ASSOCIATIONS / MEMBERSHIPS

- ICSC International Council of Shopping Centers | ULI Urban Land Institute
- Chair, Planning, Land Use and Historic Preservation Committee, Los Feliz Neighborhood Council (LFNC)
- Member LVNOC (Local Volunteer Neighborhood Oversight Committee), Griffith Park Performing Arts Center
- Guest Speaker on Site Selection, USC Real Estate Program
- Volunteer LAMP Community (Los Angeles Men's Place providing homeless services)